

Federal Consulting Services, Inc.

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Federal Consulting Services, Inc. is a professional services firm that specializes marketing and developing performance improvement programs and strategies for both industry and government clientele. Our difference is a commitment to provide clients with superior consulting services that are insightful and in partnership with our customers. We believe that our clients expect value, and it is our goal to exceed those expectations on each and every engagement.

Our Areas of Expertise:

- Training and Support
- Market Research
- Past Performance
- Government Services
- Business Development Consulting

Training and Support

Manager – Orion Birdsall

Our training and support practice develops adult performance improvement programs and provides all relative administrative support in delivery of training programs nation-wide. We have developed performance improvement training as well as supported implementation and delivery. Areas of specialty include logistics coordination, meeting facilitation, training materials development, curricula improvement programs, instructional systems design and course instruction.

Training Courses

Manager – Robin Baker

Our Training Courses combine real-life experience of subject matter experts with a teaching methodology that recognizes how adults learn. In our sales training program our hands-on experience guides clients through the unique challenges of dealing with customers. We currently offer twelve modules in our curriculum including:

- Legislative Catalysts of Today's Federal Marketplace
- Packaging Your Services & Competencies as Solutions Sales
- Keys to Building Successful Sales and Marketing Plans
- Developing Personal Selling Skills for Non-sales People
- Effective Techniques for Communicating with Customers
- Effective Customer Service
- Prospecting, Identifying and Qualifying Business Opportunities
- Today's Competitive Vehicles
- Developing Statements of Work
- Proposal Development
- White Paper Development Techniques
- Conducting Effective Oral Presentations

Market Research

Manager – Tammy Pennington

This world-class market research organization, supported by experienced staff, is a full service division that enables companies to outsource their Market Research needs. In-depth research and analysis assists clients in developing new markets for their technology and expertise. Through tailored surveys and studies, Federal Consulting also provides insightful business expansion assistance.

Past Performance Analysis

Manager – Ed Heironimus

Federal Consulting Services performs customized performance surveys to government agencies that are committed to using performance factors as a true discriminator in their selection. We provide:

- Independent performance assessment
- Questionnaire development
- Evaluation criteria determination
- Past performance modeling
- Past performance verification
- Database design and development
- Source selection reports

Government Services

Manager – Bob Agresta

With the need for the federal government to become more competitive, Federal Consulting has adapted our service to fit the unique needs of the federal government. We offer our commercial consulting services at discounted prices through our GSA schedule. We offer past performance analysis services through our contract with The Department of Transportation in TASC. We provide our federal customers services including:

- Acquisition support services
- Organizational development assistance
- Management consulting
- Administrative support
- Performance measures and metric development
- Market research and demographic surveys
- Technology assessment

Business Development Consulting

Manager – Todd Pantezzi

Business Development Consulting provides business and program development services to assist clients win contracts. We proactively position our clients at the forefront of the Federal marketplace by providing agency insight and competitive tactics. Federal Consulting's network of consultants helps businesses win competitive opportunities by:

- Developing strategic analyses
- Competitive assessments
- Lead generation
- Pricing analysis
- Proposal support
- Capture strategies
- Agency profiling
- Bid Case analysis
- B&P investment strategies